

**DETERMINATION AND FINDINGS FOR
A SOLE SOURCE CONTRACT**

CONTRACT NO.: DCEB-2018-C-2001

CAPTION: International Economic Development Support Services

PROPOSED CONTRACTOR: MBC Shanghai Co. Ltd.

PROGRAM AGENCY: Office of the Deputy Mayor for Planning and Economic Development

FINDINGS

1. AUTHORIZATION:

D.C. Official Code § 2-354.04, 27 DCMR 1304, 1700 and 1701

2. MINIMUM NEED:

The Government of the District of Columbia, Office of the Deputy Mayor for Planning and Economic Development (DMPED) has a minimum need for a contractor to provide economic development support services in China. The proposed term for the contract is October 1, 2017 through September 30, 2018 with four (4) one-year options.

3. ESTIMATED REASONABLE PRICE:

\$150,000.00 for the contract base year

4. FACTORS WHICH JUSTIFY SOLE SOURCE PROCUREMENT:

- A. DMPED is seeking a partner organization in China to provide economic development services. These services include assistance to District-based businesses that seek Chinese partners or customers, identification of potential Chinese investors for District economic development projects, and the implementation of economic partnerships such as sister city agreements.
- B. The partner must have a footprint in China and a track record providing assistance to other American states, preferably East Coast states with significant urban areas that resemble the District. The District renewed its sister city agreement with Beijing in November 2015, the partner also must be able to scale up to fulfill the contract within a matter of weeks.
- C. Efforts were made to identify organizations that provide these services to other East Coast states. Maryland and Michigan both utilize MBC Shanghai Co. Ltd., the only contractor that provides services similar to the District's requirement. Some states such as Delaware have no partner of this kind.
- D. Due to the District's continued need for these services, MBC Shanghai Co. Ltd. is the only candidate contractor. Failure to allow the proposed contractor to provide the requested services will indefinitely delay the continued success of the District's economic development initiatives in China.

5. CERTIFICATION BY AGENCY HEAD:

I hereby certify that the above findings are true, correct and complete.

Date

Brian T. Kenner, Deputy Mayor

6. CERTIFICATION BY CONTRACT SPECIALIST

I hereby certify that the above findings are true and correct to the best of my knowledge. Further, I certify that the notice on intent to award a sole source contract was published in accordance with 27 DCMR 1304 and that no response was received.

Date

Lindel Reid, CPPB
Senior Contract Specialist

DETERMINATION

Based on the above findings and in accordance with the cited authority, I hereby determine that it is not feasible or practical to invoke the competitive bidding process under either Section 402 or 403 of the District of Columbia Procurement Practice Reform Act of 2010 (D.C. Law 18-371; D.C. Official Code §2-354.02 or 2-354.03). Accordingly, I determine that the District is justified in using the sole source method of procurement.

Date

Jacque McDonald, CPPO, CPPB, SPSM, MBA, MST
Director, Contracts, Procurement and Grants